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Solution

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Recently Viewed

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Favorite Lists

Home

Calendar

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Leads

Accounts

My Accounts Map

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Lead Detail: Dan Brown

[Back to Leads Homepage](#)[Edit Layout](#) | [Help](#) | [Printer Friendly](#)[Lead Details](#) [New](#) [Edit](#) [Copy](#) [Delete](#) [Mark as Qualified](#) [Archive](#) [Convert](#) [Reject](#) [Merge](#)

Key Lead Information

Mr./Ms./Mr.

First Name: Dan

Last Name: Brown

Job Title: IT Director

Referred By:

Primary Phone #

Cellular Phone #

Work Fax #

Email

Company

Billing

Country: USA

Number/Street

Address 2

Address 3

City

County

State

Zip

Opportunity Related Information

Marketing Insights:

Top 3 Business Challenges: Dramatic Cost Reductions, Need Better Performance

Marketing Score: Hot Lead (< 1 day)

Current Storage Costs: 5 million to 25 million

Lead Source: Website Registration

Current Storage Retrieval: 2 - 5 business days
SLA

Specific Lead Source: SJC Storage Series 2010

Sales Feedback: Reduce business risk

Lead Nurture Tracks: Scaling your Storage Tls, Scale at Low Costs Tls

Description

Completed Activities [Log A Call](#)

	Priority	Subject	Activity	Type	Due Date	Completed Date	Status	Alias
Edit	1-Low	Dan Brown was emailed 'Quarterly newsletter'	Task	Email	7/22/2010		Completed	Jeff Smith
Edit	1-High	Dan Brown attended 'Enabling Marketing Operations' webinar	Task	Event	8/16/2010		Completed	Jeff Smith
Edit	2-Medium	Dan Brown attended a local user group on storage	Task	Event	8/2/2010		Completed	Jeff Smith
Edit	1-High	Dan Brown spent 15 minutes on the solutions section within our website	Task	Other	8/23/2010		Completed	Jeff Smith
Edit	2-Medium	Dan Brown downloaded Tls' best practices' whitepaper	Task	Other	8/16/2010		Completed	Jeff

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**Reza Shafii, Stephen Lee, Gangadhar
Konduri**



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Oracle Crm On Demand Reporting Michael D. Lairson, 2008 This book covering Oracle CRM On Demand reporting delivers comprehensive feature and function information while providing guidance and strategies for report design and development Real world case studies formatting tips and sample formulas are included throughout The book will be invaluable to those new to Oracle CRM On Demand as well as seasoned users in need of advanced reporting techniques

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Oracle CRM On Demand Combined Analyses Michael D. Lairson, 2010-11-22 Master the Combined Analysis Tools in Oracle CRM on Demand Drive better decision making across your enterprise using the reporting and analysis techniques in this Oracle Press guide Through clear explanations and detailed case studies Oracle CRM on Demand Combined Analyses shows you how to deliver real time insightful business intelligence to end users Learn how to perform multiple queries join tables format result columns and add interactivity to your reports Methods for filtering the results of a combined analysis are also covered in this practical

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Oracle CRM On Demand Dashboards Michael D. Lairson, 2010-08-22 Design and Deliver Oracle CRM On Demand Dashboards Create custom interactive dashboards to deliver actionable business intelligence directly to end users with help from this Oracle Press guide Oracle CRM On Demand Dashboards provides comprehensive coverage of the versatile features available in Oracle Answers On Demand coupled with detailed planning and design strategies for building and deploying reports and dashboards with Oracle CRM On Demand Real world examples and time saving formatting tips are included throughout this practical resource Configure administrative settings to access report and dashboard development tools Take advantage of built in dashboards Plan dashboards and reports based on business needs Create edit manage save and delete custom dashboards Configure dashboard properties and pages Add and configure dashboard objects such as guided navigation links images and folders Display and arrange reports on dashboards Develop dashboard filter prompts Deploy dashboards to Oracle CRM On Demand end users

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Oracle Database 11g PL/SQL Programming Workbook Michael McLaughlin, John M. Harper, 2010-02-10 Ramp Up Your PL SQL Programming Skills Master PL SQL through the hands on exercises extensive examples and real world projects inside this Oracle Press guide Filled with best practices Oracle Database 11g PL SQL Programming Workbook covers all the latest features and enhancements of the language Mastery checks at the end of each chapter reinforce the material covered and sample code from the book is available for download Even experienced Oracle professionals will benefit from this practical resource

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[Oracle Self-Service Applications](#) Melanie Anjele Cameron, 2010-05-06 Maximize the Capabilities of Oracle Self Service Applications Get complete coverage of Oracle E Business Suite's self service modules including Oracle

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Information Intelligence, Systems, Technology and Management Sumeet Dua, Sartaj Sahni, D.P. Goyal, 2011-02-28 This book constitutes the refereed proceedings of the 5th International Conference on Information Systems Technology and Management ICISTM 2011 held in Gurgaon India in March 2011 The 35 revised full papers presented together with 4 short papers were carefully reviewed and selected from 106 submissions The papers are organized in topical sections on information management information systems information technology healthcare information management and technology business intelligence applications as well as management science and education

Oracle Hyperion Financial Management Tips And Techniques Peter Fugere, 2011-10-22 Master Oracle Hyperion Financial Management Consolidate financial data and maintain a scalable compliance framework with expert instruction from an Oracle ACE Oracle Hyperion Financial Management Tips Techniques provides advanced time saving procedures not documented in user manuals or help files Find out how to configure Oracle Hyperion Financial Management import and reconcile data deliver dynamic business reports and automate administrative tasks Strategies for supporting testing and tuning your application are also covered in this comprehensive Oracle Press guide Establish objectives and develop an effective rollout plan Set up and customize Oracle Hyperion Financial Management Create rules using VBScript and the Calculation Manager feature of Oracle Hyperion Foundation Services Load test and reconcile your data with Oracle Data Integrator and Oracle Hyperion Financial Data Quality Management Design update and distribute Web based business reports Integrate content from Microsoft Excel Word and PowerPoint using SmartView Work with the Lifecycle Management feature of Oracle Hyperion Foundation Services Identify and resolve performance design and capacity problems

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package of software servers and storage Best practices for enterprise deployments high availability administration backup and recovery data warehousing online transaction processing consolidation and migration are included in this authoritative resource Take advantage of the tightly integrated hardware and software in the Oracle Exadata Database Machine Work with Oracle Exadata software features including Smart Scans Oracle Exadata Hybrid Columnar Compression storage indexes Oracle Exadata Smart Flash Cache and I O Resource Manager Understand Oracle Exadata Database Machine balanced hardware architecture Architect administer and monitor Oracle Exadata Storage Servers Deploy data warehouses on the Oracle Exadata Database Machine Run online transaction processing OLTP workloads on the Oracle Exadata Database Machine Consolidate databases with and migrate databases to the Oracle Exadata Database Machine *Managing Oracle Fusion Applications* Richard Bingham,2011-03-08 Master Oracle Fusion Applications Administer a fully integrated application management framework across your enterprise using the detailed information contained in this Oracle Press guide Managing Oracle Fusion Applications first explains key principles and then logically groups utilities into practical ready to use toolboxes Learn how to build lifecycle models deliver dynamic business intelligence optimize performance mitigate risk and integrate the latest Web 2 0 and social networking features Compliance security and testing techniques are also covered in this comprehensive resource Understand the components and architecture of Oracle Fusion Applications Plan develop and implement an effective application management plan Resolve reliability issues with Oracle Enterprise Manager Configure and deploy applications from the Oracle WebLogic Server Administration Console Adjust run time parameters using Java Management Extensions and MBeans Generate and distribute reports using Oracle Business Intelligence 11g Establish solid user authentication access control and data protection policies Work with Oracle Fusion Governance Risk and Compliance Intelligence **Oracle WebCenter 11g Handbook** Frederic Desbiens,Peter Moskovits,Philipp Weckerle,2010-01-05 Master Oracle WebCenter 11g Transform your organization into a personalized user focused workplace using the detailed information in this comprehensive Oracle Press guide Oracle WebCenter 11g Handbook shows you how to build Enterprise 2 0 applications that facilitate collaboration and foster innovation You ll work with task flows and content systems employ social networking tools develop portals and composite applications and deploy runtime customization Debugging security and application tuning are also covered in this practical resource Develop test and deploy dynamic enterprise applications portals and portlets Design data backed rich Internet applications using Oracle JDeveloper 11g and Oracle WebLogic Server Work with Oracle Content Server and Oracle Secure Enterprise Search Customize applications at runtime using Oracle Composer and metadata services Use the resource catalog to deliver personalized search results to end users Integrate RSS feeds forums wikis and blogs with Oracle WebCenter social computing services Implement the latest Oracle Application Development Framework security tools Extend functionality using mashups composite applications and third party add ons Understand the Web 2 0 and portal technologies behind Oracle Fusion Applications For a complete list of Oracle Press titles

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the business and academic worlds for understanding how to control consumer behavior The Handbook of Research on Managing and Influencing Consumer Behavior discusses the importance of understanding and implementing customer knowledge management and customer relationship management into everyday business workflows This comprehensive reference work highlights the changes that the Internet and social media have brought to consumer behavior and is of great use to marketers businesses academics students researchers and professionals Oracle Fusion Middleware 11g Architecture and Management Reza Shafii,Stephen Lee,Gangadhar Konduri,2011-06-22 Master All Aspects of Oracle Fusion Middleware Management Govern a unified platform for agile intelligent business applications using the detailed information contained in this Oracle Press book Oracle Fusion Middleware 11g Architecture and Management explains the entire suite of Oracle Fusion Middleware components and lays out core use cases best practices and step by step administrative instructions Discover how to provision servers and clusters configure Web services manage portals and optimize the performance of the full stack of Oracle Fusion Middleware components Monitoring diagnosing and security are also covered in this definitive resource Understand key architectural concepts behind Oracle Fusion Middleware 11g Create and deploy Oracle WebLogic Server domains and clusters Set up and manage applications built using Oracle Application Development Framework Maximize the value of your Oracle SOA Suite environments Manage portals and Enterprise 2 0 services from Oracle WebCenter Secure deployments with Oracle Platform Security Services and Oracle Identity Management Understand Oracle Exalogic and Oracle Virtual Assembly Builder

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Table of Contents Oracle Crm On Demand Reporting Oracle Press

1. Understanding the eBook Oracle Crm On Demand Reporting Oracle Press
 - The Rise of Digital Reading Oracle Crm On Demand Reporting Oracle Press
 - Advantages of eBooks Over Traditional Books
2. Identifying Oracle Crm On Demand Reporting Oracle Press
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Oracle Crm On Demand Reporting Oracle Press
 - User-Friendly Interface
4. Exploring eBook Recommendations from Oracle Crm On Demand Reporting Oracle Press
 - Personalized Recommendations
 - Oracle Crm On Demand Reporting Oracle Press User Reviews and Ratings
 - Oracle Crm On Demand Reporting Oracle Press and Bestseller Lists
5. Accessing Oracle Crm On Demand Reporting Oracle Press Free and Paid eBooks
 - Oracle Crm On Demand Reporting Oracle Press Public Domain eBooks
 - Oracle Crm On Demand Reporting Oracle Press eBook Subscription Services
 - Oracle Crm On Demand Reporting Oracle Press Budget-Friendly Options

6. Navigating Oracle Crm On Demand Reporting Oracle Press eBook Formats
 - ePub, PDF, MOBI, and More
 - Oracle Crm On Demand Reporting Oracle Press Compatibility with Devices
 - Oracle Crm On Demand Reporting Oracle Press Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Oracle Crm On Demand Reporting Oracle Press
 - Highlighting and Note-Taking Oracle Crm On Demand Reporting Oracle Press
 - Interactive Elements Oracle Crm On Demand Reporting Oracle Press
8. Staying Engaged with Oracle Crm On Demand Reporting Oracle Press
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Oracle Crm On Demand Reporting Oracle Press
9. Balancing eBooks and Physical Books Oracle Crm On Demand Reporting Oracle Press
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Oracle Crm On Demand Reporting Oracle Press
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Oracle Crm On Demand Reporting Oracle Press
 - Setting Reading Goals Oracle Crm On Demand Reporting Oracle Press
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Oracle Crm On Demand Reporting Oracle Press
 - Fact-Checking eBook Content of Oracle Crm On Demand Reporting Oracle Press
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
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- Interactive and Gamified eBooks

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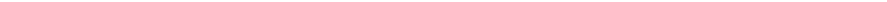
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